A Return to Reality in Art Books
Illustrated Gift Books for Fall: A Listing
An Art Printing First • New Winter Destinations in Travel Books

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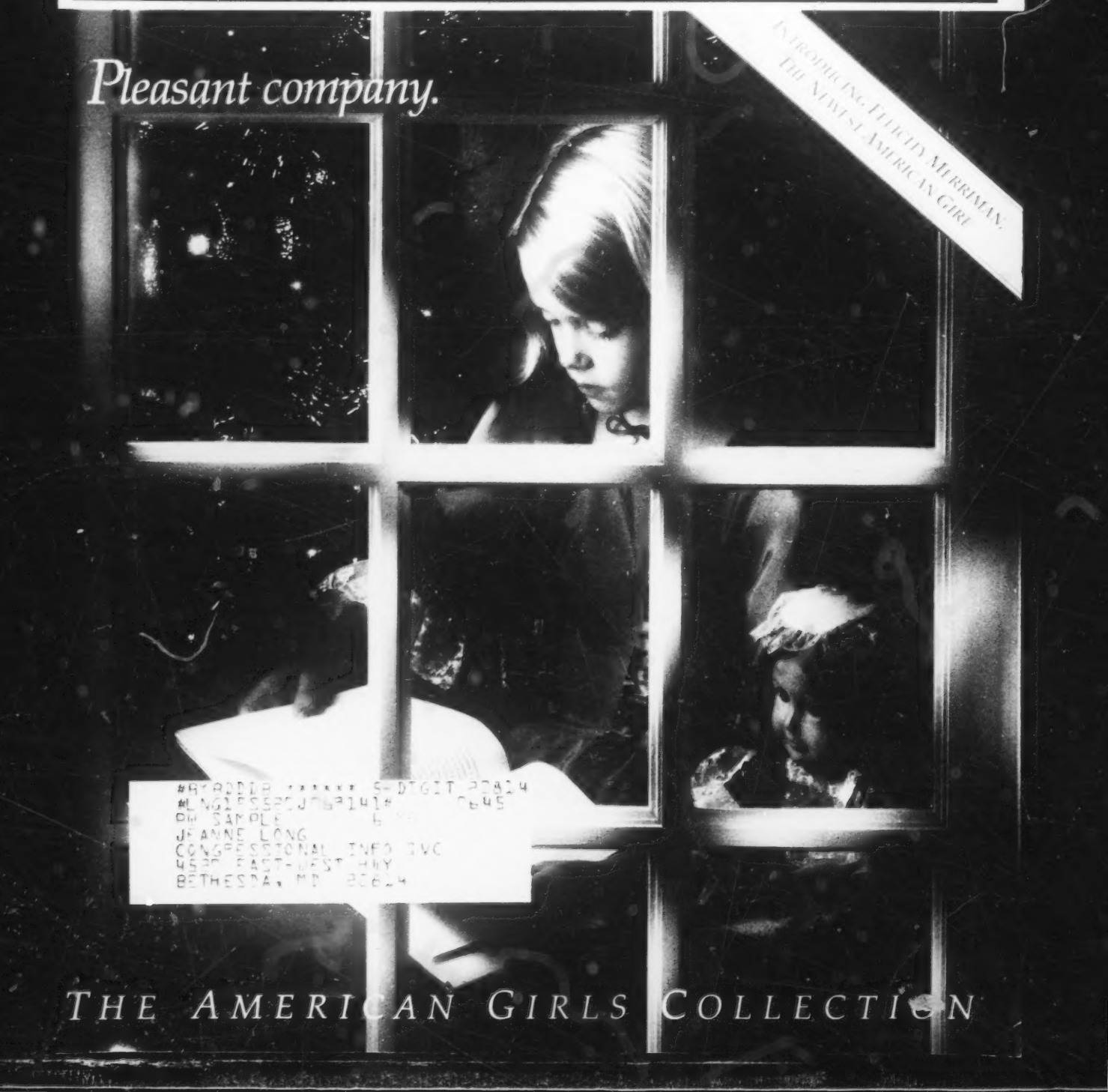

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California Lowers Rates On Worker's Compensation

After a long campaign led by the Northern California Booksellers Association, the California Worker's Compensation Insurance Rating Bureau has concluded that the state's retail bookstores meet the criteria necessary to establish a new—and lower—rating classification.

As of January 1, 1992, all California bookstores—from the smallest mom-and-pop enterprise to the large chains—will be eligible for the new rates. Later this month, the California Insurance Commission will announce what the reduction will be but, according to the preliminary announcement, the rate is expected to be 22% lower.

The state has defined a bookstore as a place of business where the sale of books and magazines equals or exceeds 75% of the gross receipts and where not less than 75% of the square footage is devoted to books and magazines.

Five years ago, Gary Frank, owner of the Booksmith in San Francisco and chair of the NCBA's membership committee, approached the Rating Bureau, where a spokesperson told him that he was taking the risk that bookstores might, in fact, receive a higher rating and that the NCBA should first consult its membership.

After polling Bay Area booksellers, the NCBA encouraged its members to sign up with a private insurance company under the auspices of a "safety group," where businesses bunch together so that their worker's comp benefits accrue jointly and thus earn higher dividends. The NCBA originally planned to wait a year and look at those more official results, but then decided to approach the Rating Bureau once again. The Bureau did its own official study and determined that California bookstores, as a group, suffered 22% fewer claim payouts than other retail businesses.

In the past, bookstores classified within the general category of "retail sales" paid $5.71 for every $100 of payroll. For a medium-sized bookstore that grosses $1 million a year and has a staff of 20—10 who work on the floor and 10 clerical staff—the savings may be as high as $1 for every $100 of payroll.

Frank said, "This is great for the NCBA and great for booksellers of all sizes across the state. Hopefully our success will push other regional bookseller associations to look at their states' worker's compensation rates." —LISA SEE

AAP Sales Report for July

Category	% change,* July	% change,* YTD
Adult hardcover	-6.5	6.1
Adult paperback	43.8	10.9
Juvenile hardcover	2.5	-2.1
Juvenile paperback	41.2	10.2
Univ. pr. hardcover	23.3	8.9
Univ. pr. paperback	13.4	11.8
Bibles, etc.	52.1	33.1
Mass market paperback	-23.1	2.1
Book club	10.6	8.4
Mail order	13.8	5.0
Sci-tech	7.0	2.4
College texts	5.0	0.3
School texts	8.2	5.2

**Percent changes measured against same time periods, 1990.*

IRA Firebombs London Bookstore

British booksellers, already victims of attacks connected with the furor over Salman Rushdie's *The Satanic Verses*, may now face a threat from the Irish Republican Army. The IRA claimed responsibility for a firebomb placed in a bookstore in London's Charing Cross Road, opposite Foyle's and near a large number of other well-known bookstores. The device was found before it had done any damage by an alert assistant at Book Bargains on the evening of August 31.

Philip Weatherburn, managing director of a chain of nine Book Bargains stores specializing in upmarket promotional and remainder books from Britain and the United States, told *PW* a staff member spotted a container the size of a Sony Walkman on the floor behind a set of bookshelves. The manager immediately contacted the police, who found that it was a device similar to others, again claimed by the IRA, found recently in a public house a short distance away, on a London subway train and at a rail station in Preston, Lancashire. The igniter had apparently gone off, said Weatherburn, but the substance hadn't burned.

Although bookstores in Northern Ireland have been the subject of IRA attacks, it is believed to be the first time that a bookstore elsewhere in Britain has been targeted.

—VIVIENNE MENKES

Patrick Wright Leaves Penguin To Be CEO at Hodder & Stoughton

Hodder & Stoughton, one of the largest remaining independent publishing houses in Britain and one that was forced to fire a large number of employees earlier this year, has appointed Patrick Wright, formerly group director, sales and marketing and director of international development at Penguin Books, to the post of chief executive. He will report to chairman Philip Attenborough.

Attenborough has combined the roles of chairman and CEO of the 120-year-old family company since 1975, when the business was considerably less than half the size it is today.

"The time has come to separate those roles," he told *PW*. He stressed that the appointment was the final stage in a restructuring that led in March to the loss of 120 jobs, 20% of the workforce, at a time when the recession compelled many British houses to shed staff.

Of the two final candidates for the post, "both outstanding," one was a publisher, one from outside the industry. Attenborough commented: "I'm very pleased that a publisher got the job." He described Wright as "one of the straightest people, best-rounded publishers and clearest thinkers I know" and praised his "very strong leadership qualities."

Wright, who will join Hodder September 30, spoke of "a wonderful opportunity with a company of great distinction." Acknowledging that "the times are very difficult and have thrown up problems for the whole industry that have to be addressed and solved," he sounded an optimistic note: "The future, I'm convinced, is full of promise."

Since the body of experience he built up internationally during what he described as "23 extremely happy years at Penguin" clearly cannot be matched by anyone else, he will not be replaced. Instead, managing director Trevor Glover told *PW*, there will be "a closing of ranks. Patrick built a very strong team—it is his legacy to us." Glover added: "We've been very close colleagues, working together for 21 years, the latest four particularly closely, sometimes in arduous circumstances."—V.M.

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